

 **ENERGIZE**

BERU AG

International Conference Call
Annual Results 2005



■ ■ ■ Agenda

1. Highlights of short financial year 2005
2. Development of sales revenues and earnings
3. Financial position and asset position
4. Market developments
5. Outlook and Summary

Operating highlights of short financial year 2005

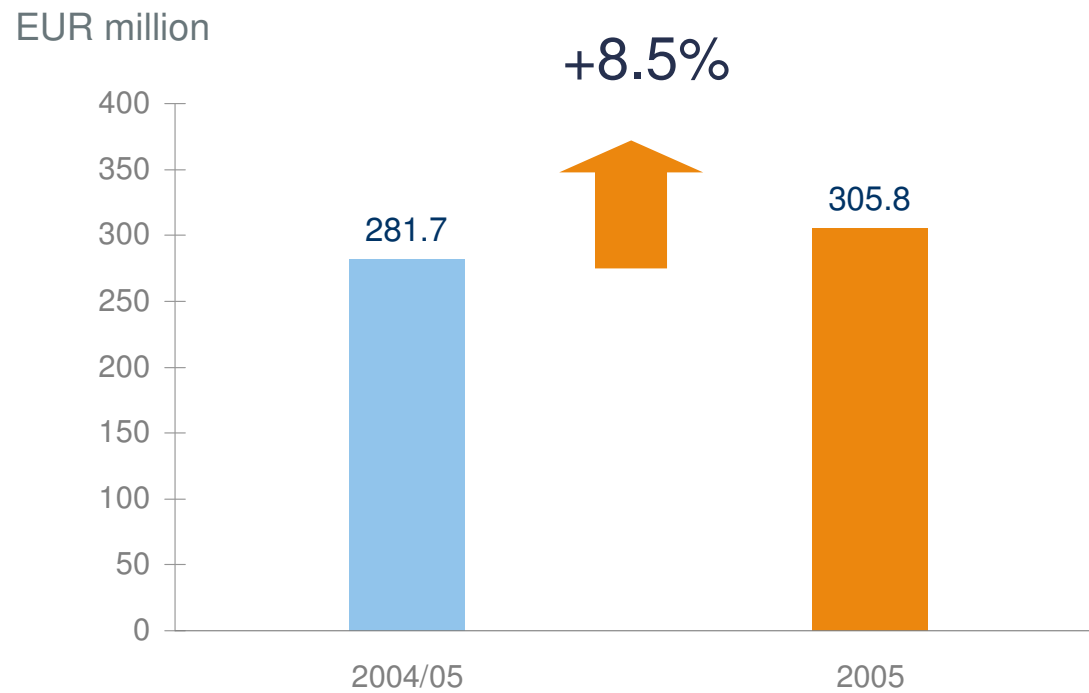
■ ■ ■ (April 1 - December 31, 2005)

- High single-digit increase in sales revenues despite difficult environment
- Expansion of international business
- Key growth driver: Sales with OEMs
- Strong growth in Diesel Cold-Start Technology as well as Electronics & Sensor Technology
- Strategic alignment of international production network on core competencies



Development of sales revenues and earnings

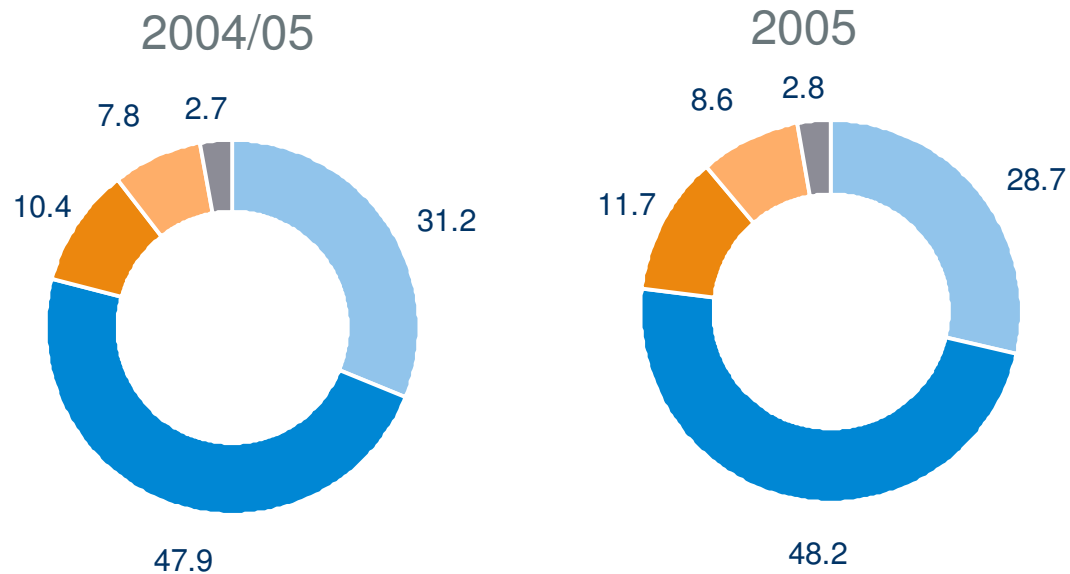
■ ■ ■ Nine-month revenues exceed EUR 300 million for the first time



Comparative prior-year figures are for April to December 2004

Strong international revenue growth

In % of sales revenues



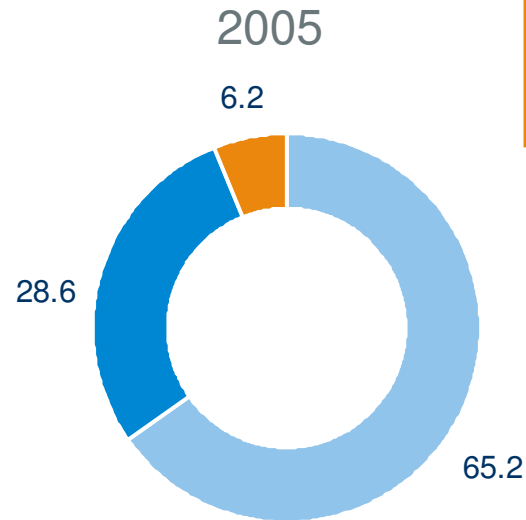
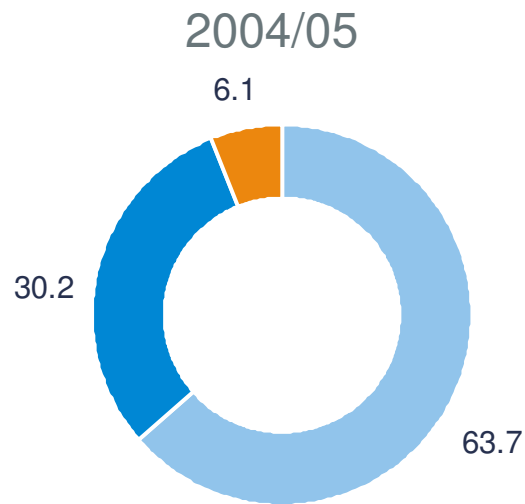
EUR million	9 M 04/05	FY 05	△%
Germany	87.9	87.9	0
Europa (excl. G)	134.9	147.5	+9.3
North America	29.2	35.8	+22.7
Asia	22.0	26.3	+19.2
RoW	7.7	8.3	+8.1

- Germany
- Rest of Europe
- North America
- Asia
- RoW

Comparative prior-year percentages are for April to December 2004

■ ■ ■ Growth driver: increased sales revenues with OEMs

In % of sales revenues



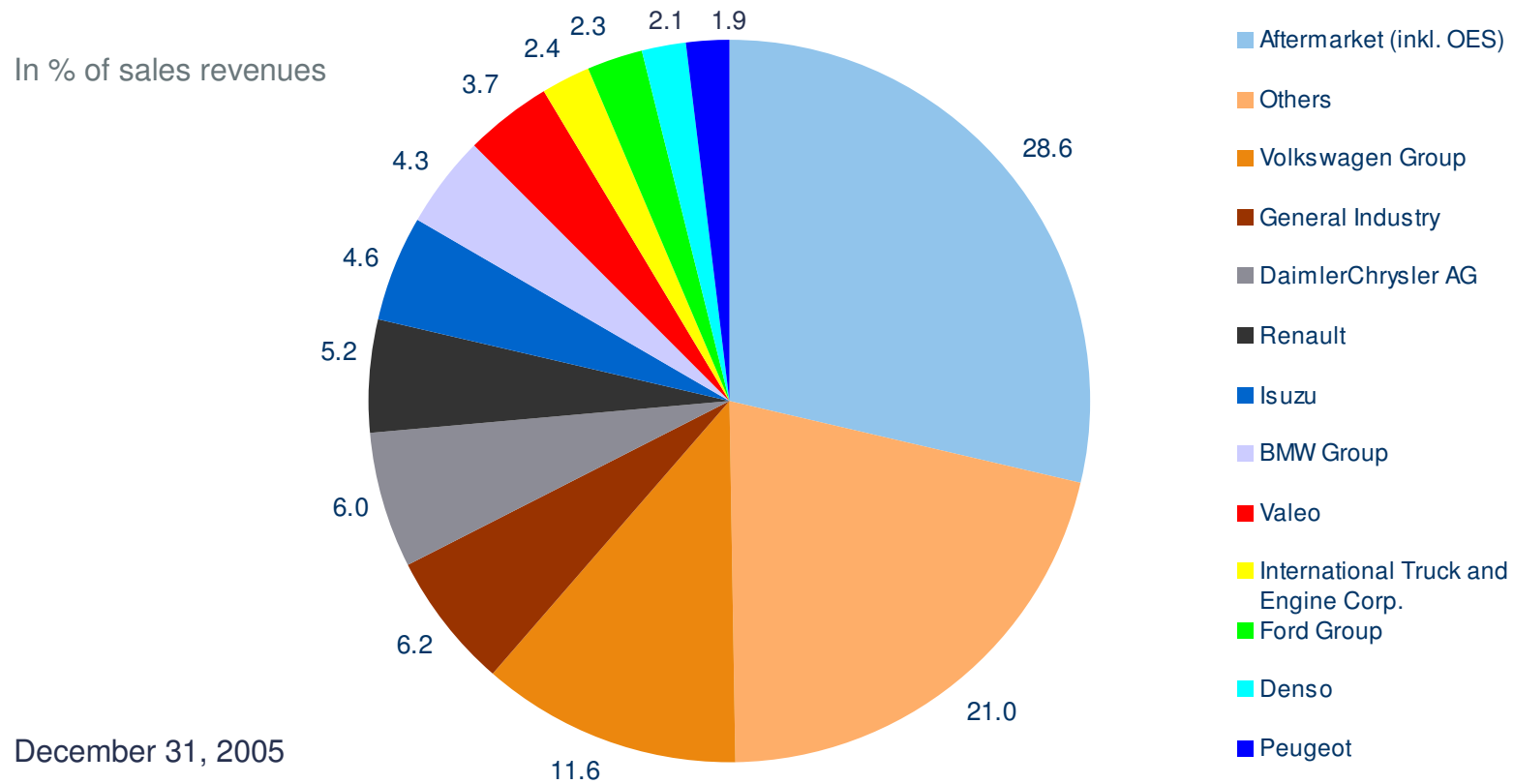
EUR million	9 M 04/05	FY 05	Δ%
Original Equipment	179.5	199.3	+11.0
Aftermarket	85.2	87.5	+2.6
General Industry	17.0	19.0	+11.7

- OEM
- Aftermarket
- General Industry

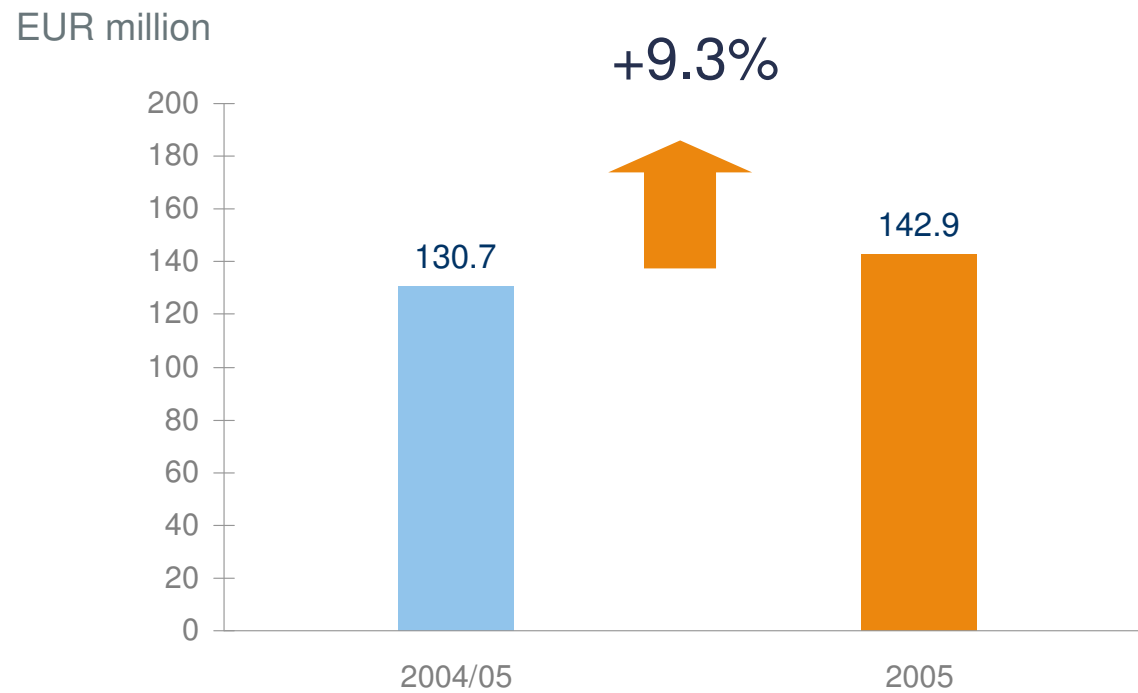
Comparative prior-year percentages are for April to December 2004

Broad customer structure

BERU's customer base includes nearly all leading automobile manufacturers

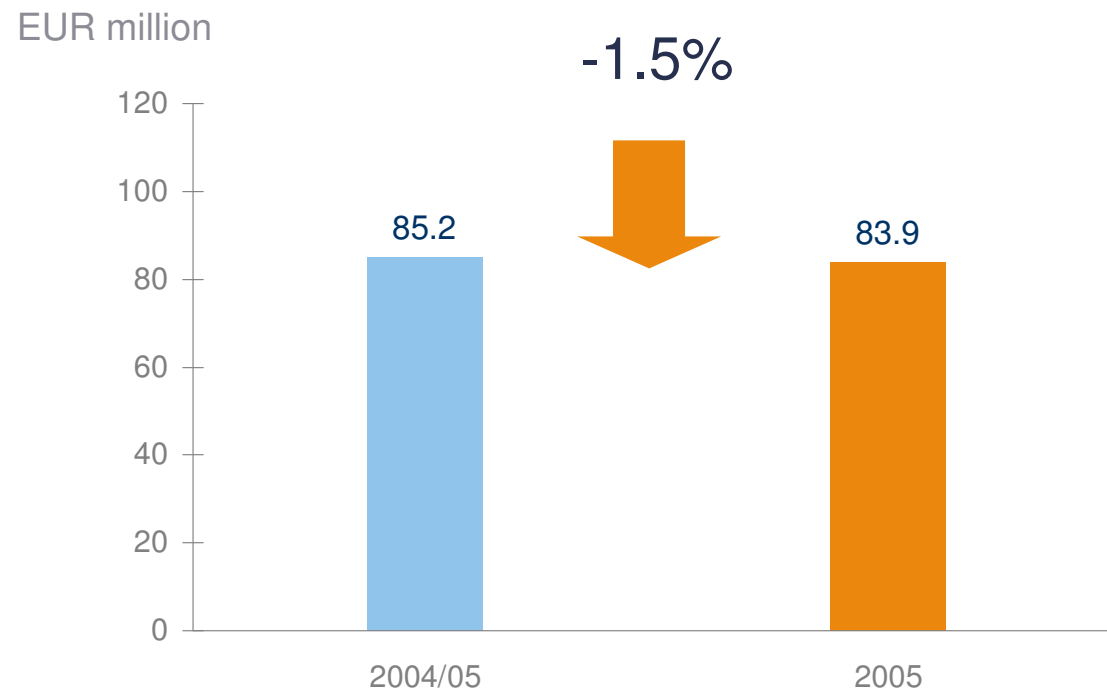


■ ■ ■ Diesel Cold-Start Technology: +9.3%



Comparative prior-year figures are for April to December 2004

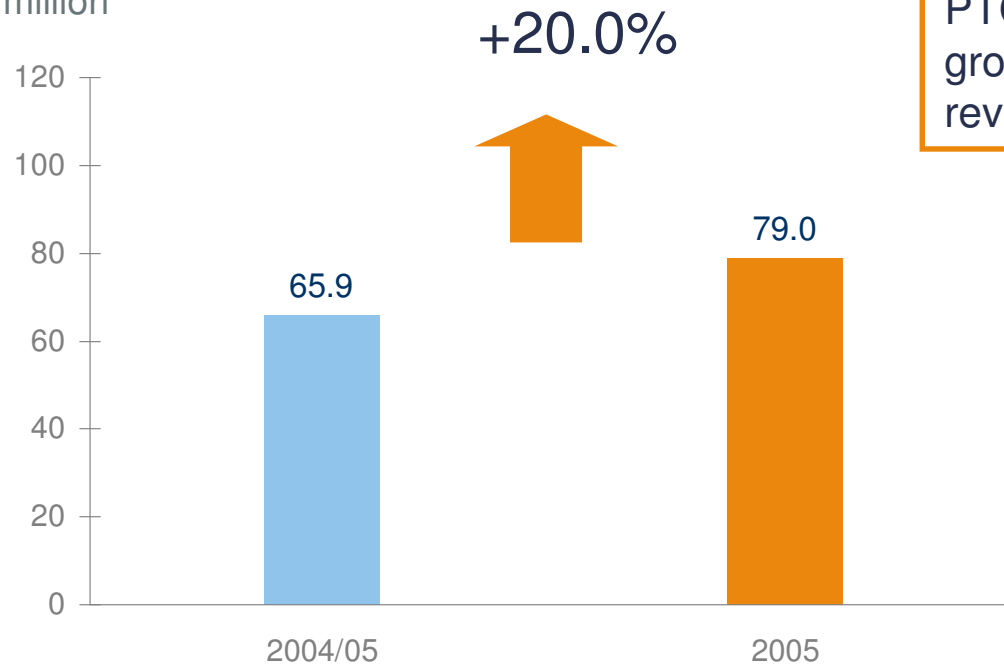
■ ■ ■ Ignition Technology: -1.5%



Comparative prior-year figures are for April to December 2004

■ ■ ■ Electronics and Sensor Technology: + 20.0%

EUR million

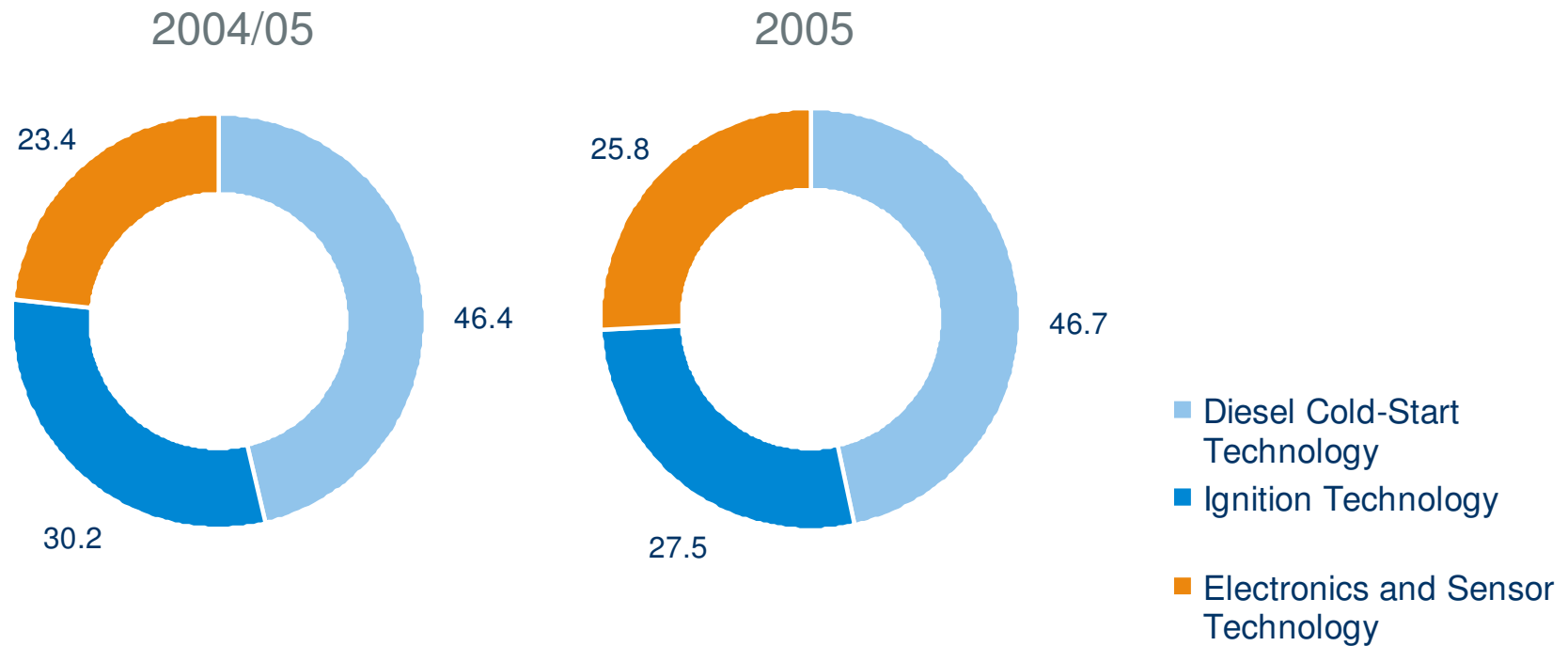


PTCs showed strong growth in sales revenues: +62.5%

Comparative prior-year figures are for April to December 2004

■ ■ ■ Sales revenues by division

In % of sales revenues

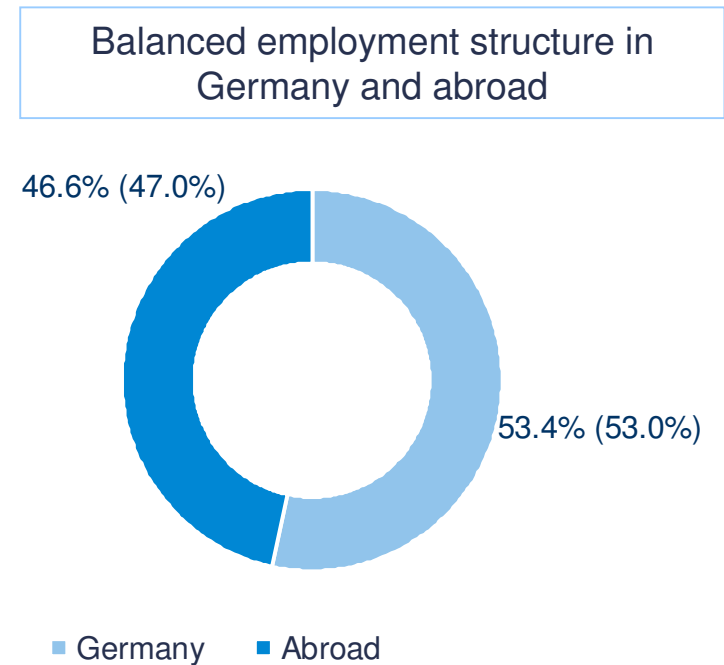
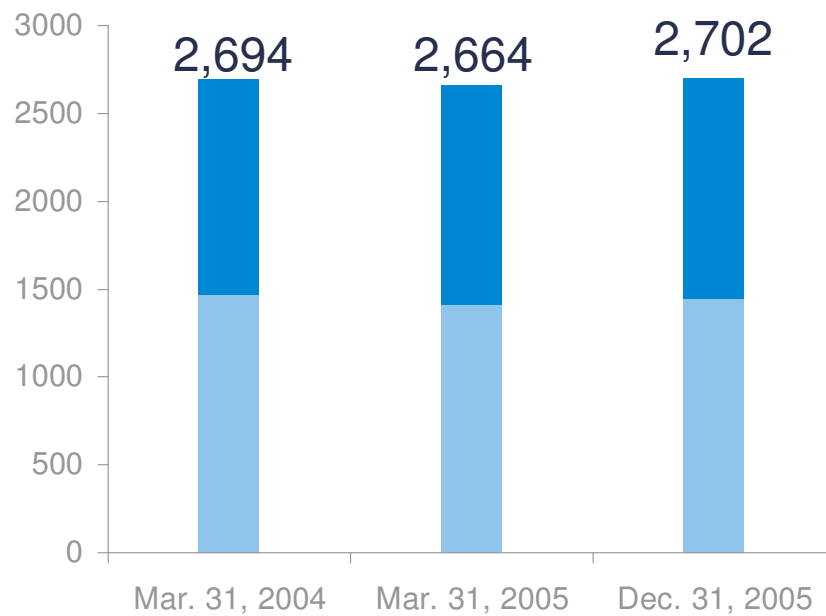


Comparative prior-year percentages are for April to December 2004

■ ■ ■ Development of costs in relation to sales revenues

EUR million	FY 2004/05 Apr. 1, 2004 – Mar. 31, 2005	Short FY 2005 Apr. 1 – Dec. 31, 2005
Ratio of material costs	36.2%	38.0%
Ratio of personnel costs	29.8%	28.4%
Ratio of other operating expenses	16.9%	17.1%

■ ■ ■ Stable workforce

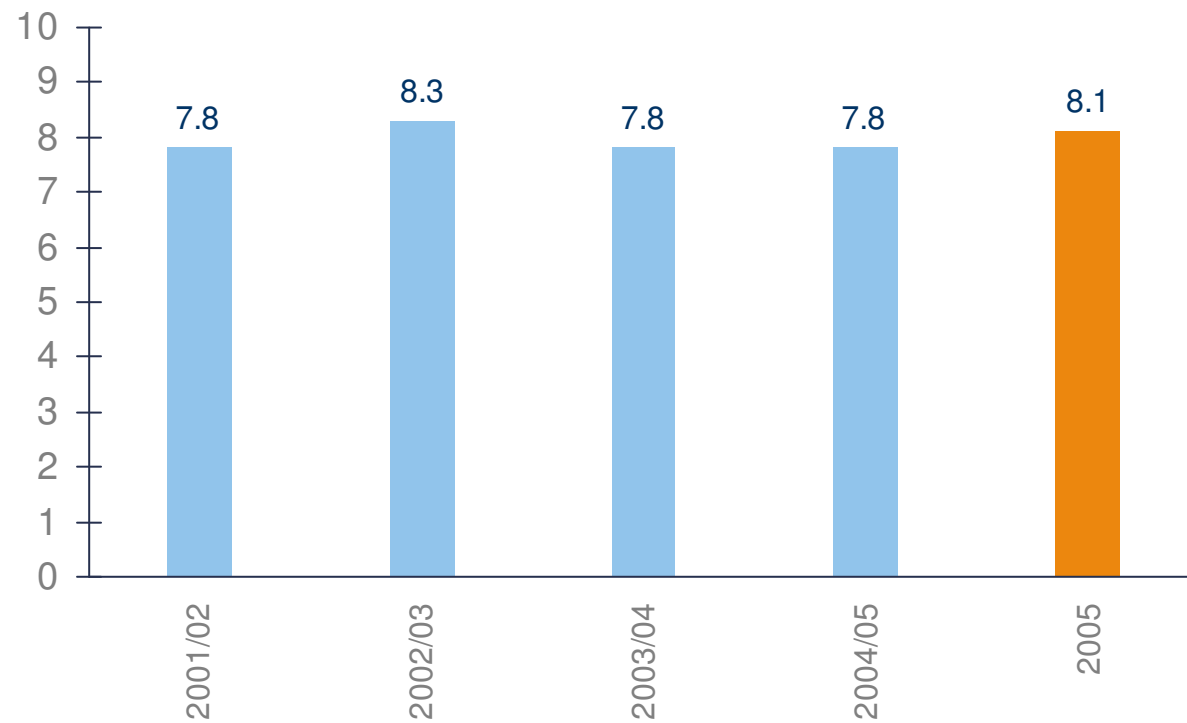


■ ■ ■ Earnings trend

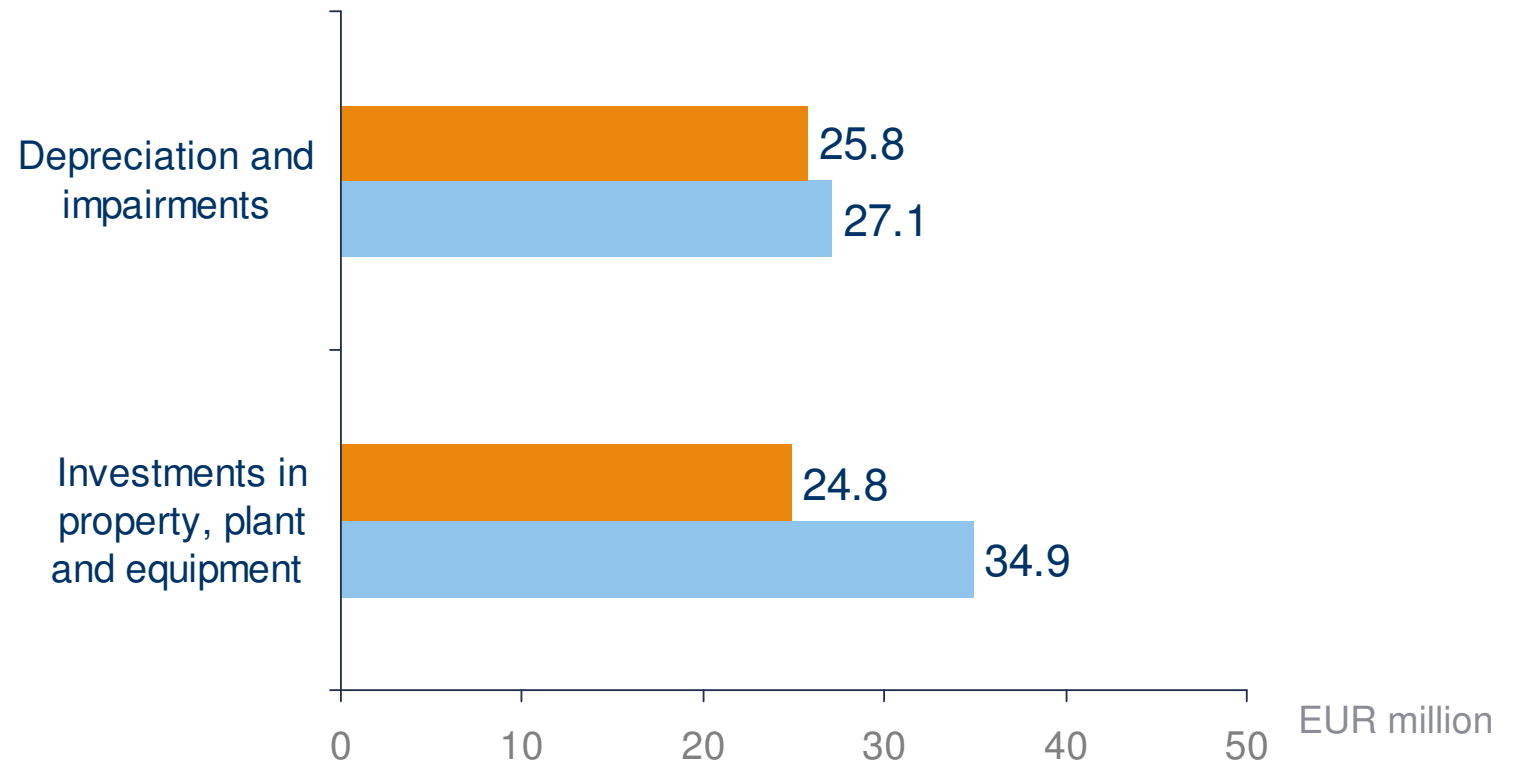
EUR million	FY 2004/05	Short FY 2005
	Apr. 1, 2004 – Mar. 31, 2005	Apr. 1 – Dec. 31, 2005
Earnings before interest and taxes (EBIT)	48.6	32.0
Adjusted EBIT	53.6	41.3
Financial income	-1.4	1.6
Earnings before taxes	47.2	33.5
Net profit	23.9	19.8
Net profit minus minority interest	23,6	19,5
Earnings per share (EUR)	2.36	1.95

■ ■ ■ High level of research and development expenditure

In % of sales revenues



■ ■ ■ Capex and depreciation

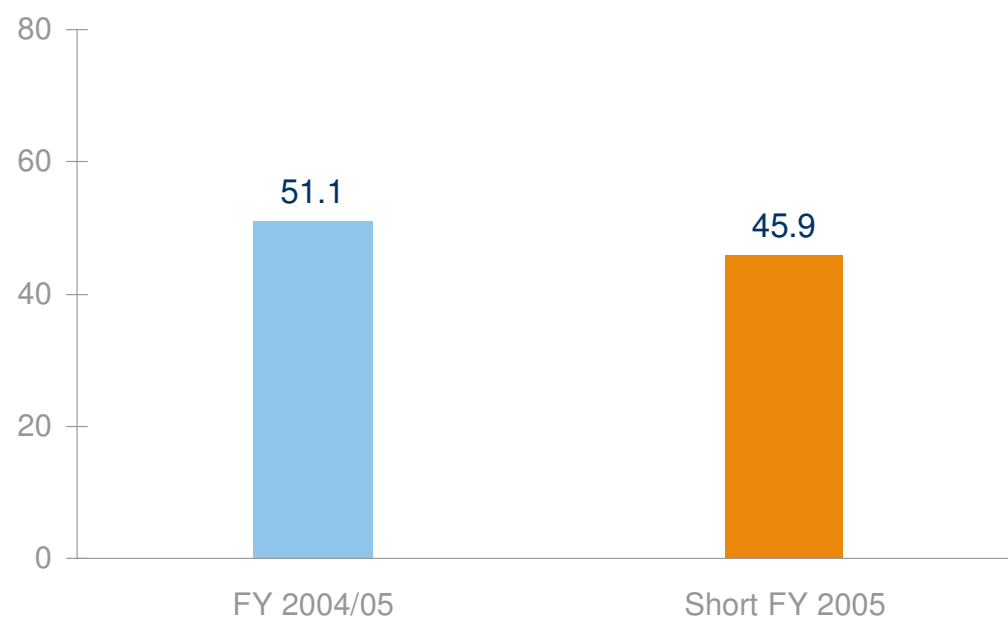


Twelve-month period of the 2004/05 FY compared with Short FY 2005

■ GJ 2004/05 ■ Short FY 2005

Group cash flow

EUR million

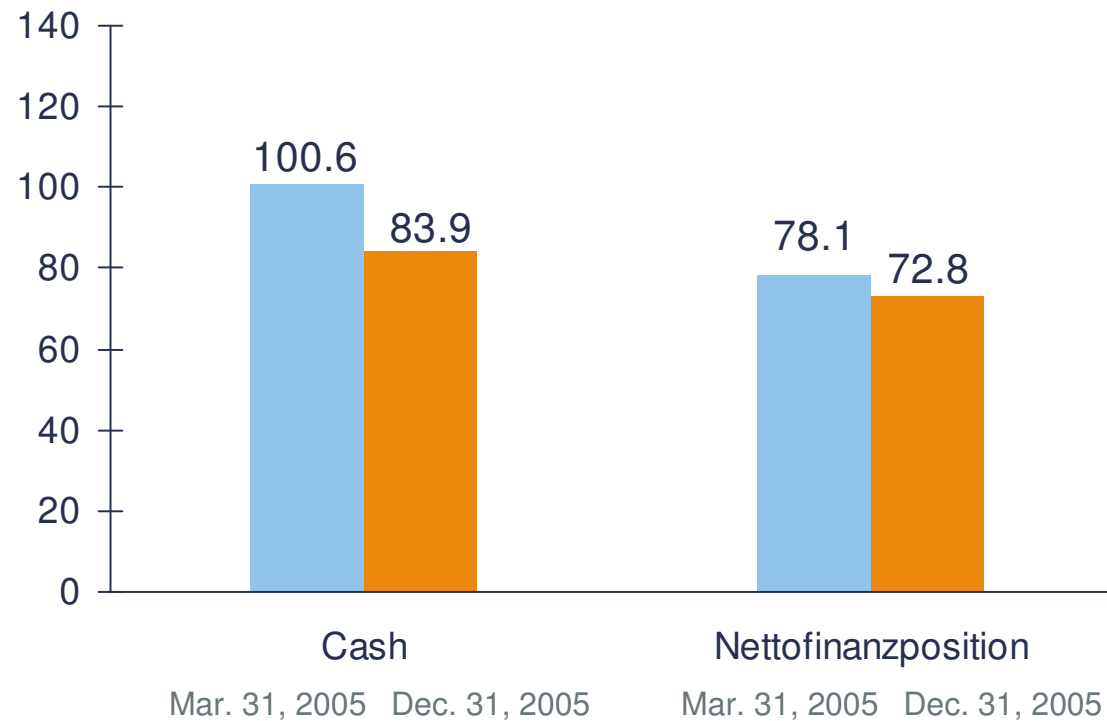


Twelve-month period of the 2004/05 FY compared with Short FY 2005

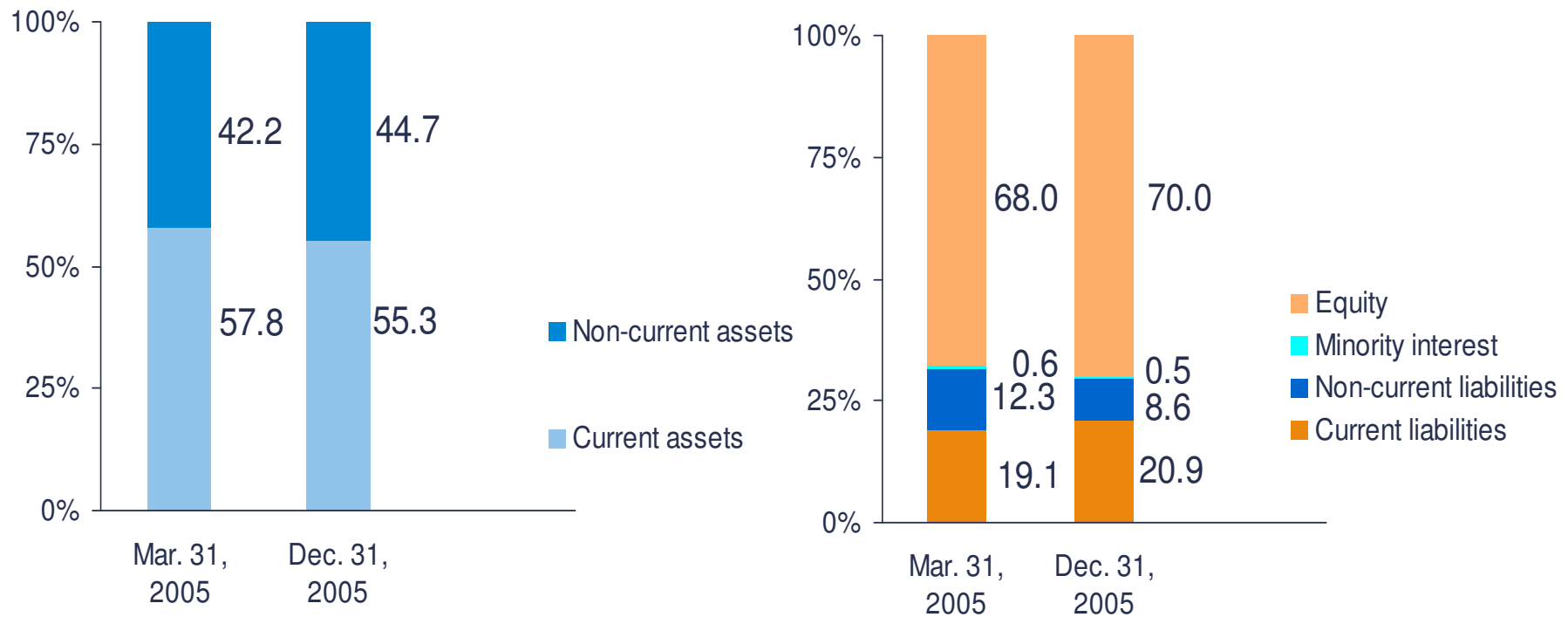
Net profit plus depreciation and impairments
and changes in long-term provisions

■ ■ ■ High levels of cash and net financial position

EUR million



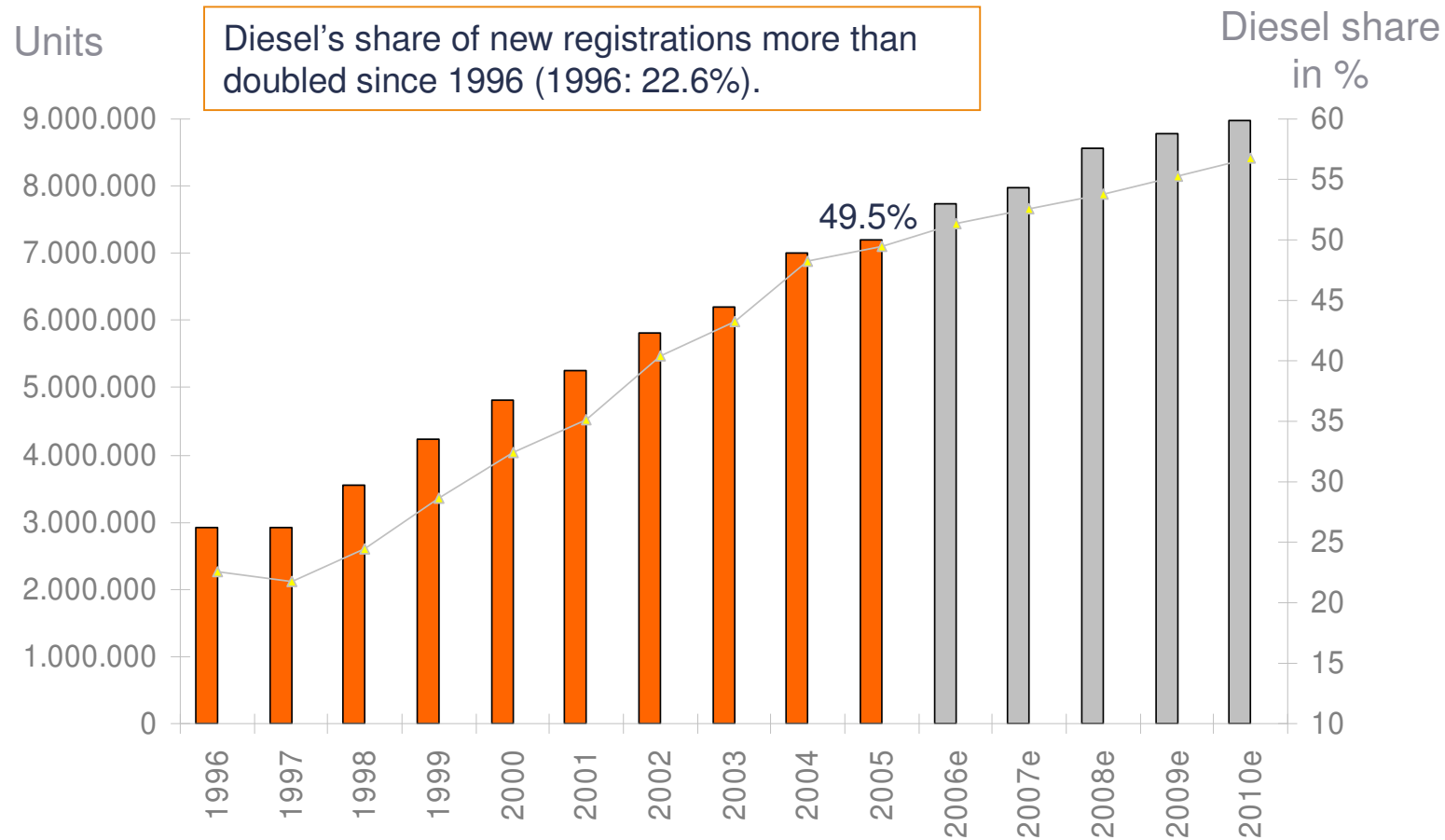
■ ■ ■ Solid balance-sheet structure: higher equity ratio





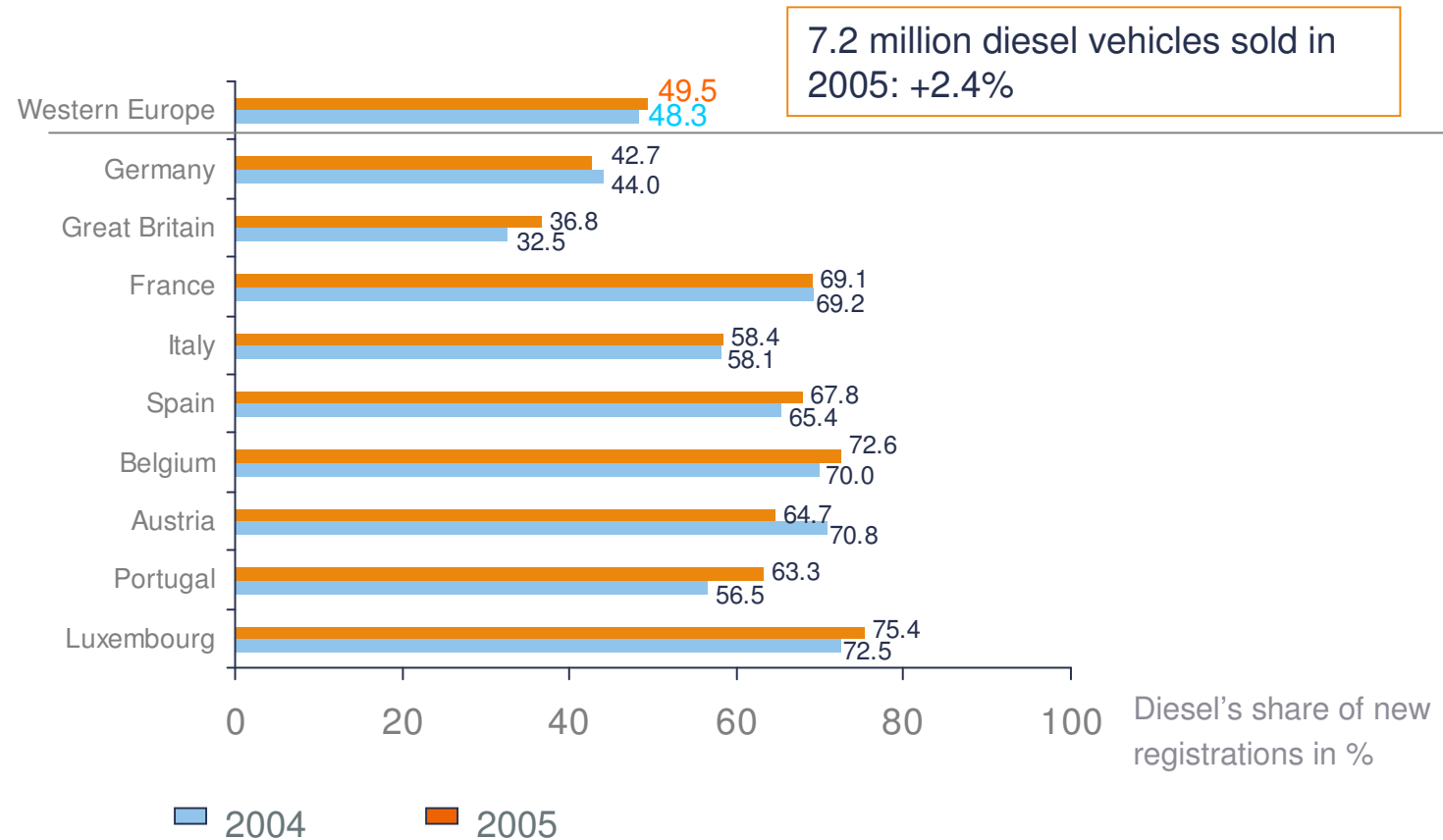
Market developments

■ ■ ■ Diesel share in Europe to exceed 55% by 2009



Source: Automotive Industry Data, Diesel Car Prospects to 2009

■ ■ ■ Diesel market share in selected European markets



Source: VDA

■ ■ ■ Diesel engines becoming more popular in the United States

Forecast for new registrations and market share by type of fuel in the US market:

In millions	2005	2006	2007	2008	2009	2010
Total market*	16.68	16.70	16.75	16.79	16.81	16.99
Diesel	0.57	0.70	0.92	1.17	1.43	1.69
Hybrid	0.19	0.32	0.51	0.61	0.70	0.78
Diesel market share	3.5%	4.2%	5.5%	7.0%	8.5%	10.0%
Hybrid market share	1.2%	1.9%	3.0%	3.6%	4.2%	4.6%

* Total market = cars and light trucks
Source: Polk

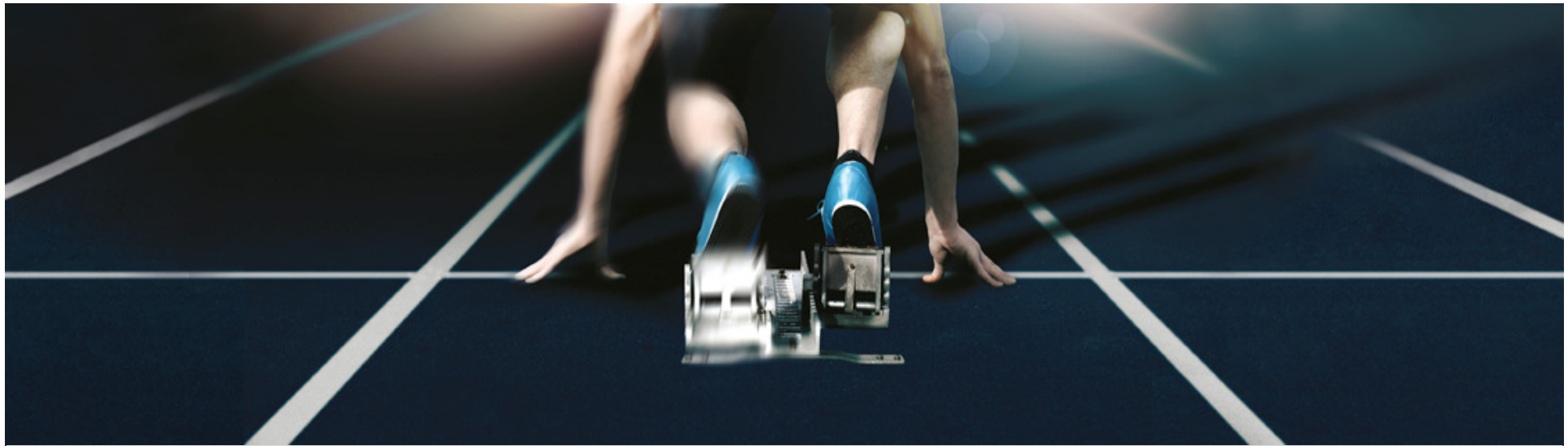




Outlook and Summary

Forecast for 2006

- Moderate revival of worldwide demand for automobiles
- Increasing pressure on sales prices and margins with ongoing high raw-material and energy prices
- BERU plans to continue its profitable growth:
 - Expected total sales revenues: EUR 425-435 million
 - Operating profit (EBIT): more than EUR 50 million



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